

JFL/NSE-BSE/2025-26/36

August 13, 2025

**BSE Limited**

P.J. Towers, Dalal Street  
Mumbai – 400001

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex  
Bandra(E), Mumbai – 400051

**Scrip Code: 533155**

**Symbol: JUBLFOOD**

**Sub: Earnings Presentation along with Press Release**

**Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')**

Dear Sir/ Madam,

Pursuant to Regulation 30 of Listing Regulations, please find enclosed herewith the Earnings Presentation along with Press Release to be issued by the Jubilant FoodWorks Limited ('the Company') for Q1FY26 Results and Business Updates.

The above details will also be available on the website of the Company at [www.jubilantfoodworks.com](http://www.jubilantfoodworks.com) under [Investor Relations](#) section.

We request you to kindly take the aforesaid information on your record.

Thanking you,

For **Jubilant FoodWorks Limited**

**Mona Aggarwal**

**Company Secretary and Compliance Officer**

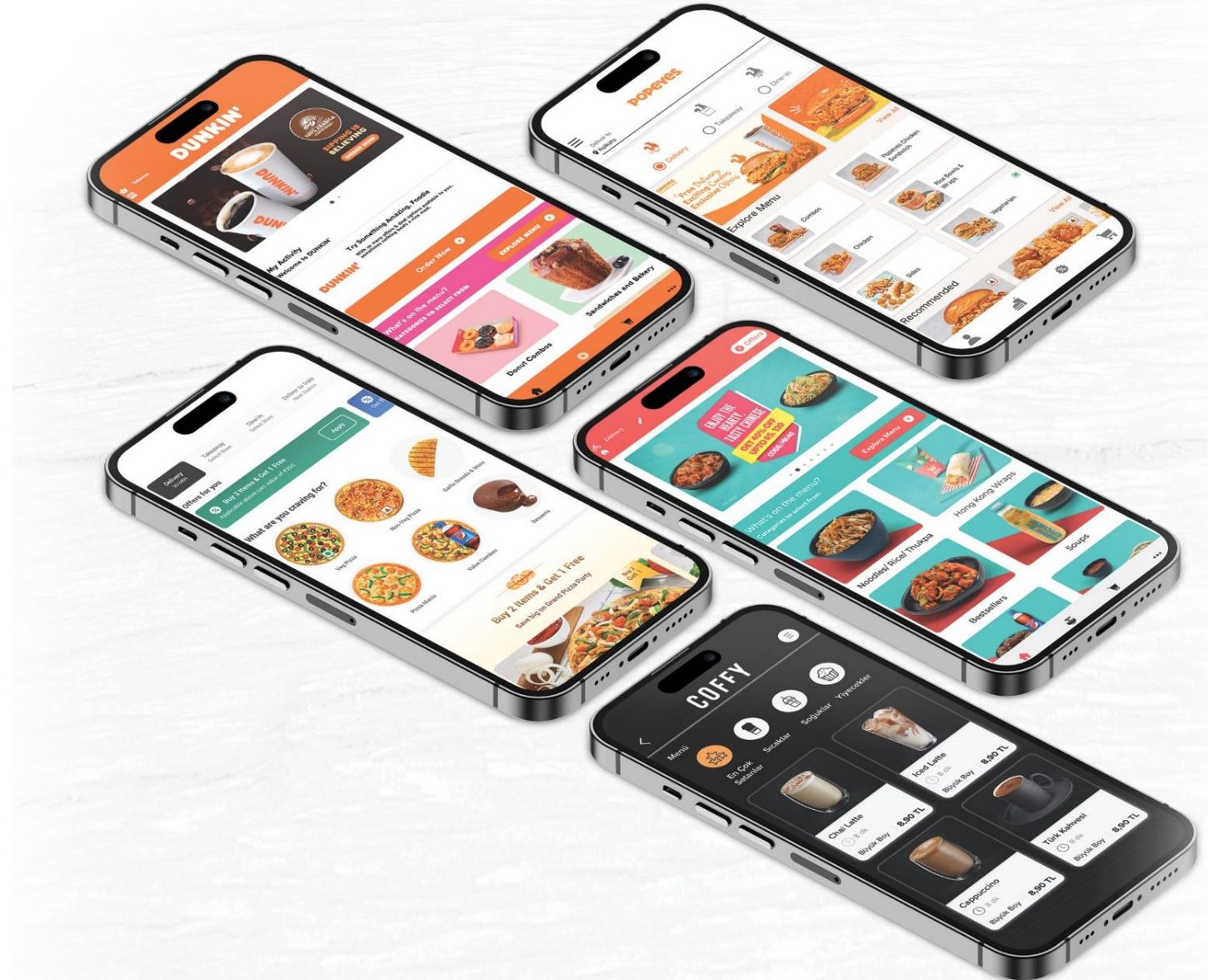
Investor E-mail id: [investor@jublfood.com](mailto:investor@jublfood.com)

Encl: A/a



# Earnings Presentation

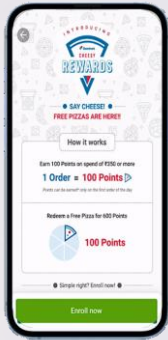
Q1 FY'26



# About Jubilant FoodWorks Limited – A Multi-Brand Food-tech Company.



Breakthrough Technology



Loyalty Program



Immersive & Friction-free App



Location AI



Restaurant Co-pilot



~2/3rd  
DOT on 20 SG



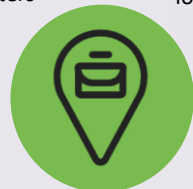
19  
Foodparks and  
Distribution centers



300+  
Multi-temperature  
logistics fleet



~35k  
Bikes



587  
Cities covered

Operate with Excellence

Lead with Purpose



Drive Growth



Be CUSTOMER-FIRST



Find BETTER WAYS



HUSTLE Mindfully



Lead with CARE

Our Purpose:  
**We Serve Joy** 😊



Domino's



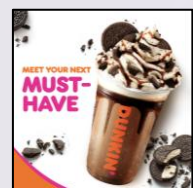
POPEYES



HONG'S KITCHEN  
Hearty! Tasty! Chinese!



COFFY




DUNKIN'

Delicious Food




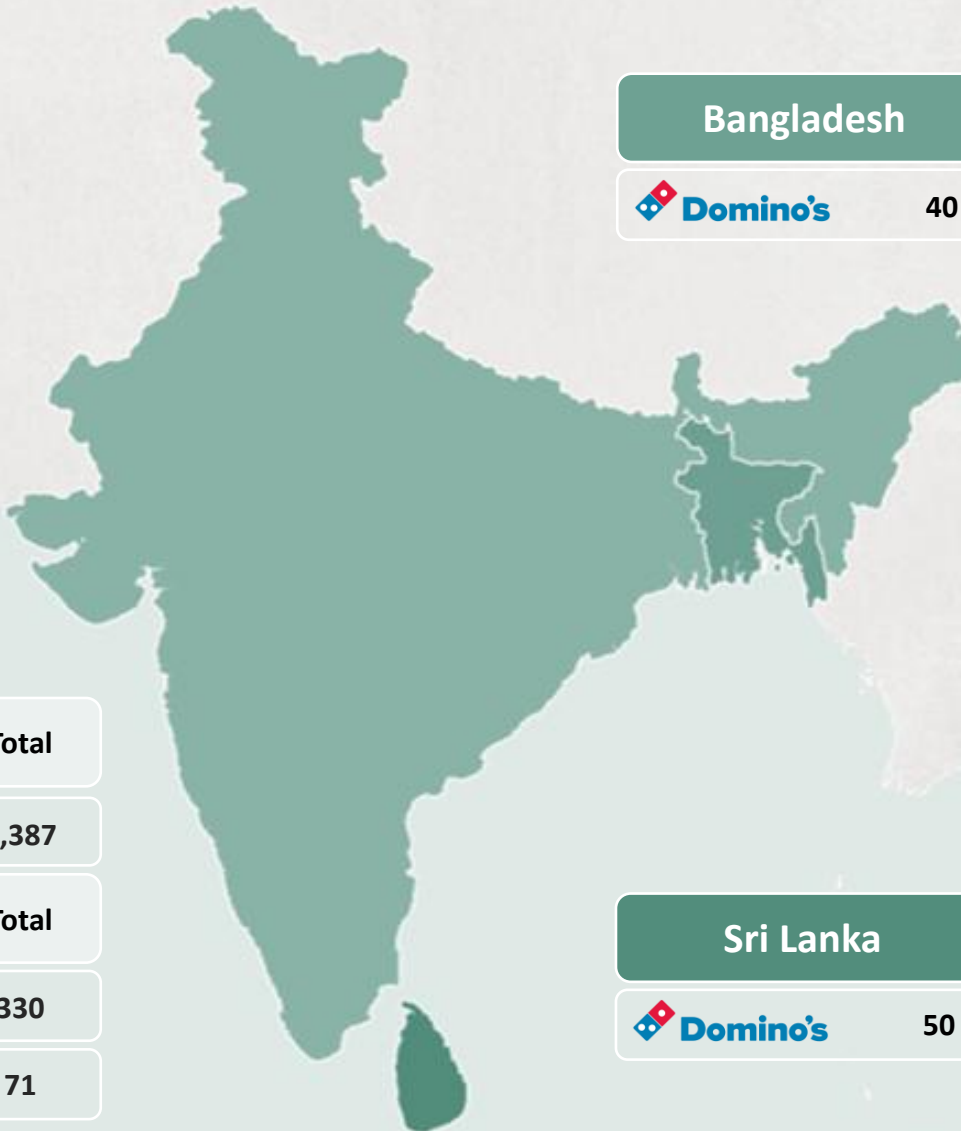
# JFL Group Store Network is now 3,387 stores strong



Turkey & Others	
 <b>Domino's</b>	768
<b>COFFY</b>	167
<b>Total</b>	<b>935</b>

India	
 <b>Domino's</b>	2,240
<b>POPEYES</b>	60
 <b>HONG'S KITCHEN</b> <small>Hearty! Tasty! Chinese!</small>	33
<b>DUNKIN'</b>	29
<b>Total</b>	<b>2,362</b>

Bangladesh	
 <b>Domino's</b>	40



Sri Lanka	
 <b>Domino's</b>	50

Total Stores	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
	3,098	60	29	33	167	<b>3,387</b>
Net Additions (Brand-wise)	Domino's	Popeyes	Dunkin'	Hong's Kitchen	COFFY	Total
in last 12 months	265	10	-7	-	62	<b>330</b>
in last 3 months	67	-1	-2	-	7	<b>71</b>

# Agenda



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**Key  
Highlights**

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**Financial  
Highlights**

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**Market-wise  
Highlights**

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**Brand-wise  
Highlights**

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**Statement of  
Profit and Loss**

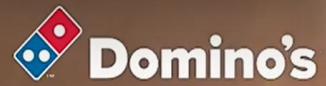
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## BURST of Highlights



 Images are shown for illustration purpose only.





# Q1FY'26 Consolidated Performance

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		YoY Change	QoQ Change
Network	3,387 stores	+330	+71
Revenue	Rs. 22,609 mn	+17.0%	+7.5%
EBITDA Margin (Pre IND AS 116)	12.9%	+14 bps	+152 bps
Reported EBITDA	Rs. 4,380 mn	+14.3%	+12.7%
EBITDA Margin	19.4%	-44 bps	+90 bps
PAT*	Rs. 972 mn	+59.8%	+93.9%
PAT* Margin	4.3%	+115 bps	+192 bps

\*PAT is from continuing operations and before exceptional items.

Notes:

1. TRY:INR conversion is as of June 30, 2025

# Key Highlights for Q1FY'26

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- ✓ **Group System Sales\*** came in at **Rs. 26,715 million**
- ✓ **Group Network 3,387 stores** with quarterly net **+71 stores**; **Domino's Network is 3,098 stores (+67 qoq net store addition)**
- ✓ **Revenue**
  - **Consolidated Revenue** came in at **Rs. 22,609 million (+17.0% yoy)**
  - **Standalone Revenue** came in at **Rs. 17,016 million (+18.2% yoy)**
    - **Domino's India Revenue up by 17.7% yoy** driven by strong order growth of 17.3% yoy across all tiers
      - ❑ **LFL growth of 11.6% yoy** was on account of strong Delivery LFL growth of 20.1% yoy
      - ❑ **Mature Store ADS came in at Rs. 85,396**
- ✓ **EBITDA**
  - **Consolidated EBITDA**
    - **EBITDA (Pre-Ind-AS-116)** came in at **Rs. 2,925 million (+18.2% yoy)** with Margin at 12.9% **(+14 bps yoy)**
    - **EBITDA (Reported)** came in at **Rs. 4,380 million (+14.3% yoy)** with Margin at 19.4% **(-44 bps yoy)**
  - **Standalone EBITDA**
    - **EBITDA (Pre-Ind-AS-116)** came in at **Rs. 2,046 million (+22.5% yoy)** with Margin at 12.0% **(+42 bps yoy)**
    - **EBITDA (Reported)** came in at **Rs. 3,233 million (+16.2% yoy)** with Margin at 19.0% **(-32 bps yoy)**

\*Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets; TRY:INR conversion is as on June 30, 2025

LFL: Like for Like growth; ADS: Average Daily Sales per store per day for Domino's India

LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year(computed on 1,748 stores)



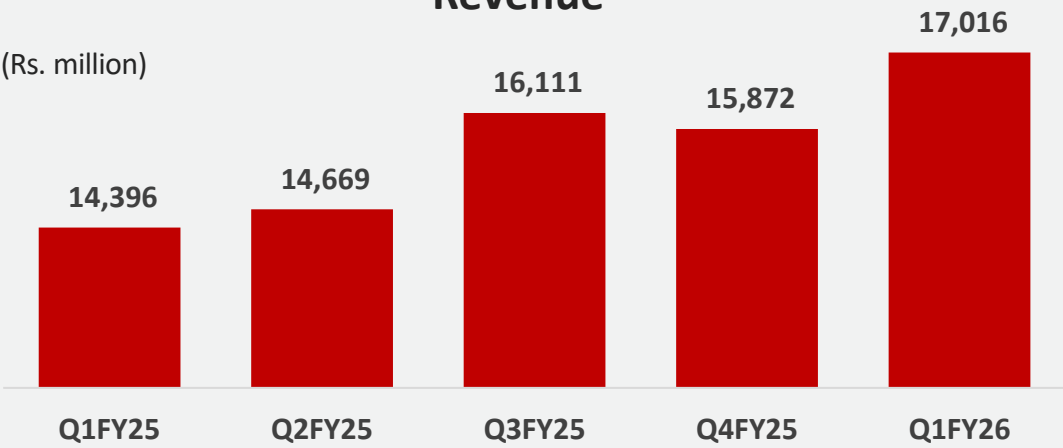
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## Financial Highlights



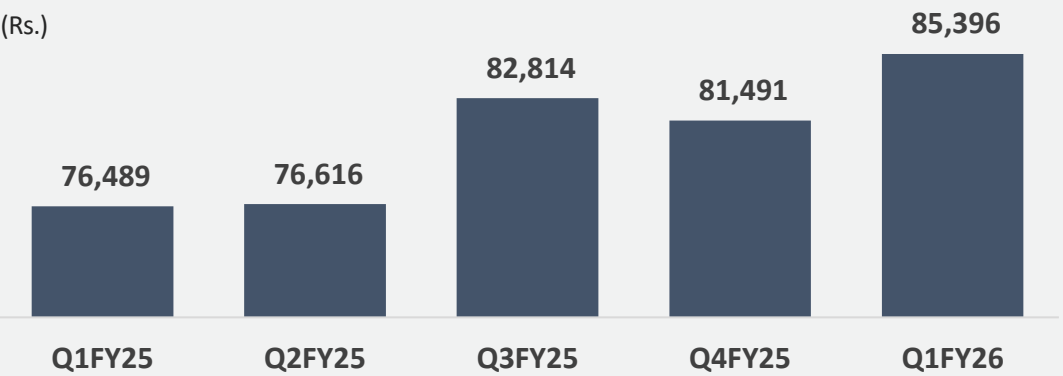
Revenue

(Rs. million)



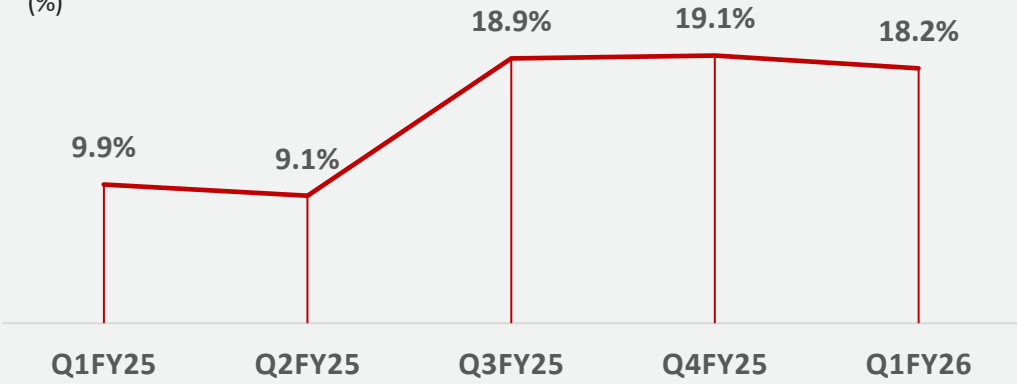
Domino's Mature Store ADS

(Rs.)



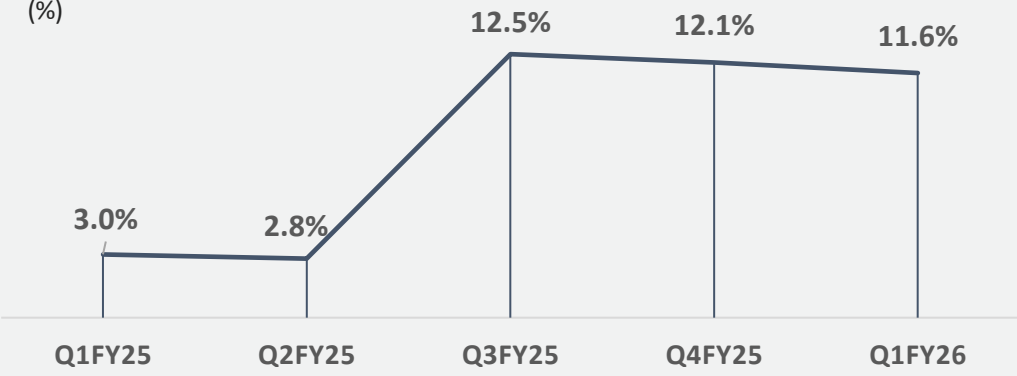
Revenue Growth

(%)

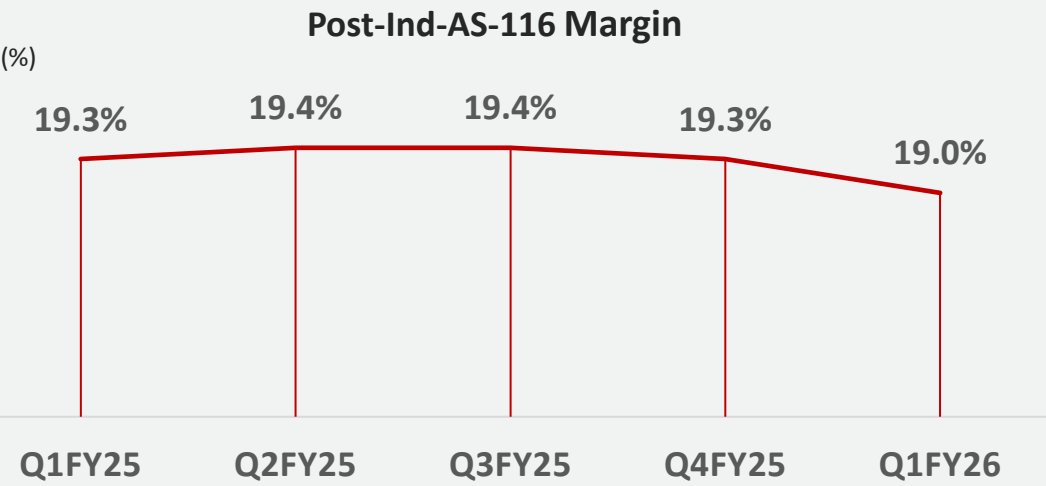
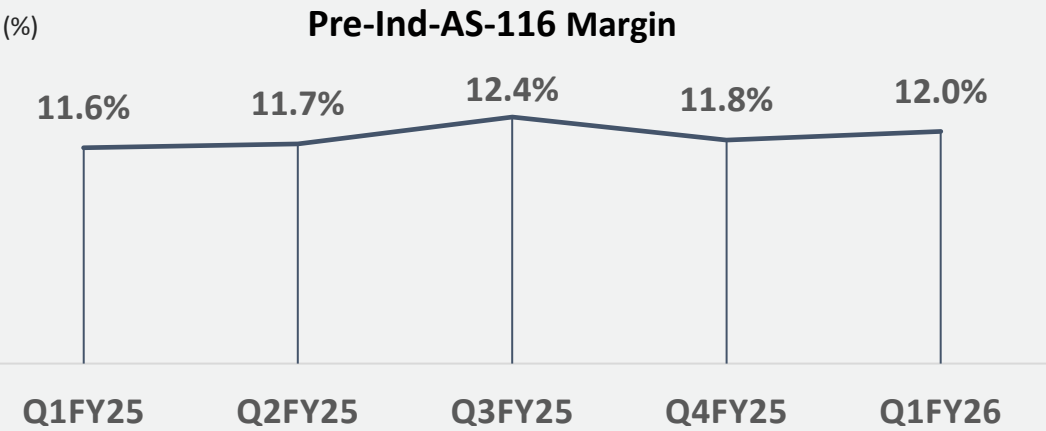


Domino's LFL Growth

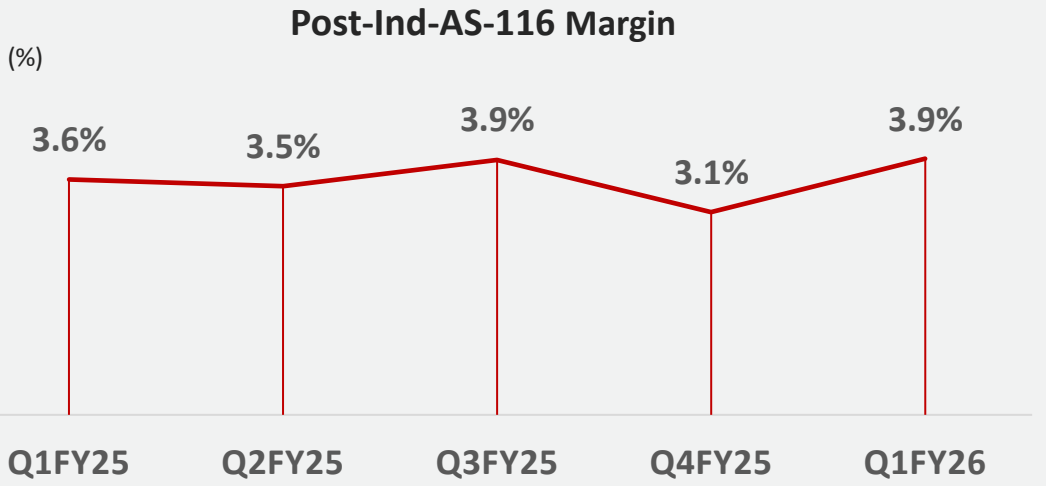
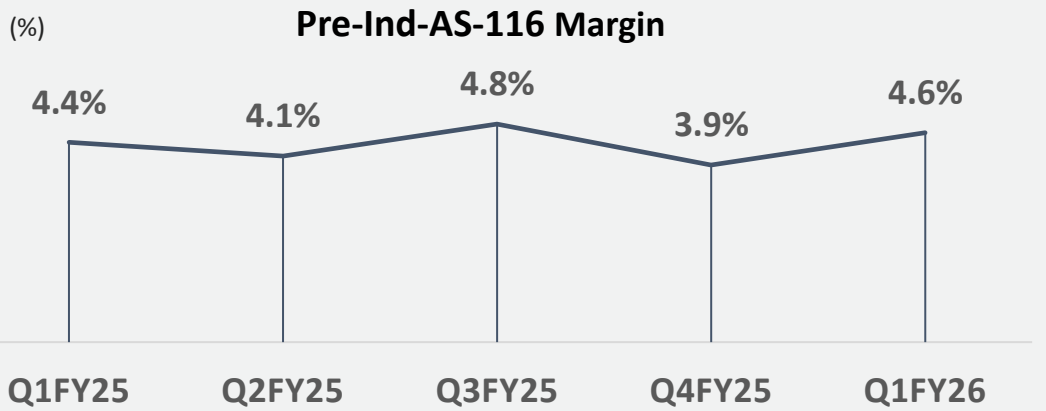
(%)



## EBITDA Margin



## PAT Margin





# 3

## Market-wise Highlights



## Revenue & Store Growth

**Revenue: Rs. 17,016 mn (+18.2% yoy)**  
**+58 net new stores added qoq**

Domino's growth at **17.7 %**

- Strong order growth at **17.3%**
- Domino's LFL at **11.6%** backed by Domino's Delivery LFL at **20.1%**

Enhanced value-to-consumer resulted in strong order growth

Network in India stands at 2,362 stores

- Network addition was led by Domino's **(+61 new stores)**
- **Expansion in 9 new cities;** Domino's now present in **484 cities**

## Profit and Margin

**EBITDA 19.0%: Rs. 3,233 mn (+16.2% yoy)**  
**PAT 3.9%: Rs. 667 mn (+29.5% yoy)**

- ❖ SSG leverage seen across business units and cost lines. **Pre-Ind-AS-116 EBITDA margin expanded by 42 bps yoy**
- ❖ Gross Margin was down by **199 bps yoy** driven by higher investments behind growth, new customer acquisition and delivery mix

## Product Innovation & Technology

**Increased Pace of Innovation**  
**Stellar Quarter for Dominos App**

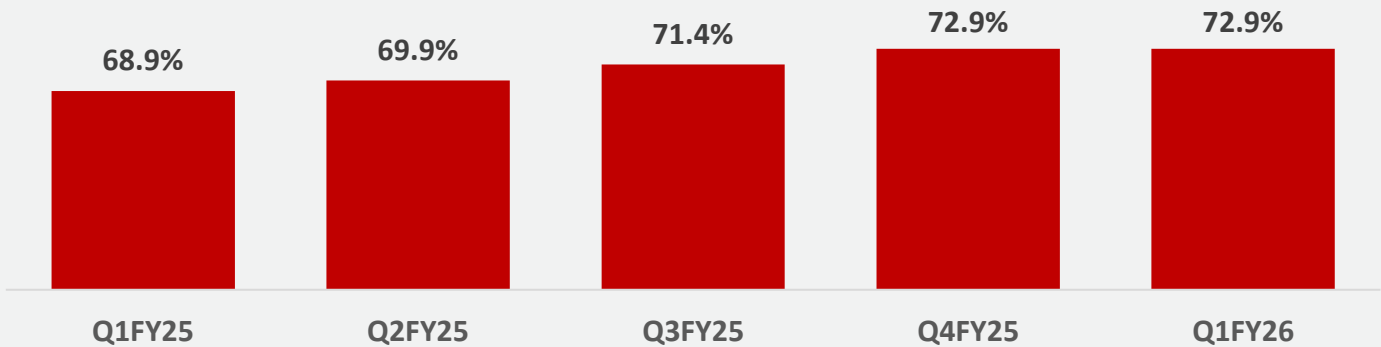
- ❖ Following positive responses received by Cheese Burst Range and Big Big Pizza, **Chicken Burst** has been launched for non veg lovers
- ❖ **Highest ever own app performance:**
  - MAU(App) at 14.7 million and improved by 21.5% yoy
  - App Installs at 12.3 million and advanced by 19.4% yoy
  - Loyalty base at 37.0 mn

Note: The above figures are derived from standalone financial statement for the quarter ending June 30, 2025

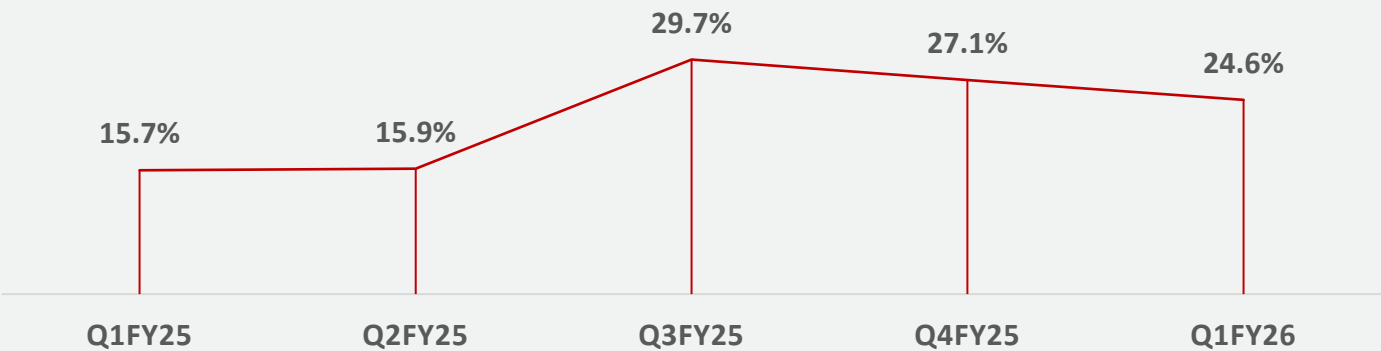
Profit After Tax is before exceptional item

MAU: Monthly Active Users

Delivery Channel Mix on a higher end



Delivery Growth Trends(In Revenue Terms)



## Delivery

- Delivery channel revenue up by 24.6%
- The strong delivery growth was order led +25.7%

## Dine-in

- Dine-in channel revenue was up by 2.5% majorly driven by lunch hour meals



# Launched new Chicken Burst Pizza – Two much Chicken, Two much Sauce!



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**Domino's**  
**CHICKEN BURST**  
**TWO MUCH CHICKEN TWO MUCH SAUCE**

**BURSTING IN 5 FLAVOURS**

Tandoori Garlic Shawarma Southern Spice Korean

**OFFER PRICE**  
~~₹449~~ **₹349\***

\*T&C Apply. Images are shown for illustration purpose only.

# International Segment – Q1FY'26



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## Turkey



Particulars	INR Mn	Growth
System Sales	9,300	19.1%
Revenue	5,188	12.4%
PAT	486	15.0%
PAT Margin	9.4%	+21 bps

### LFL\*

Pre Inflation-  
Adjusted

Inflation  
Adjusted^

Domino's

33.1%

-2.2%

COFFY

33.3%

-2.1%

## Sri Lanka



Particulars	Q1FY'26
Revenue (INR mn)	248
% Growth	42.4%

## Bangladesh



Particulars	Q1FY'26
Revenue(INR mn)	177
% Growth	4.3%

\*LFL computation in TRY; ^ Inflation adjusted as per IAS 29

Note: DPEU numbers are for continuing operations; TRY:INR currency conversion is as on June 30, 2025 for Reported INR and are inflation adjusted numbers

All growth comparators are YoY unless otherwise specified



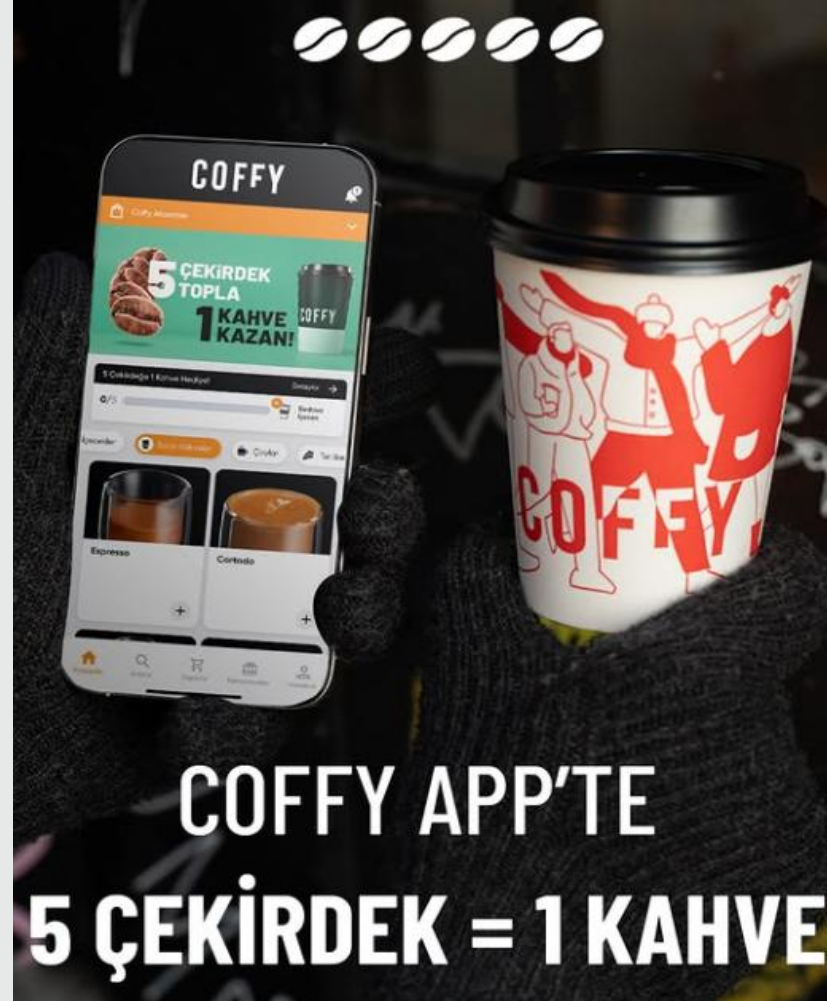
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## Brand-wise Highlights

Dominos

Popeyes

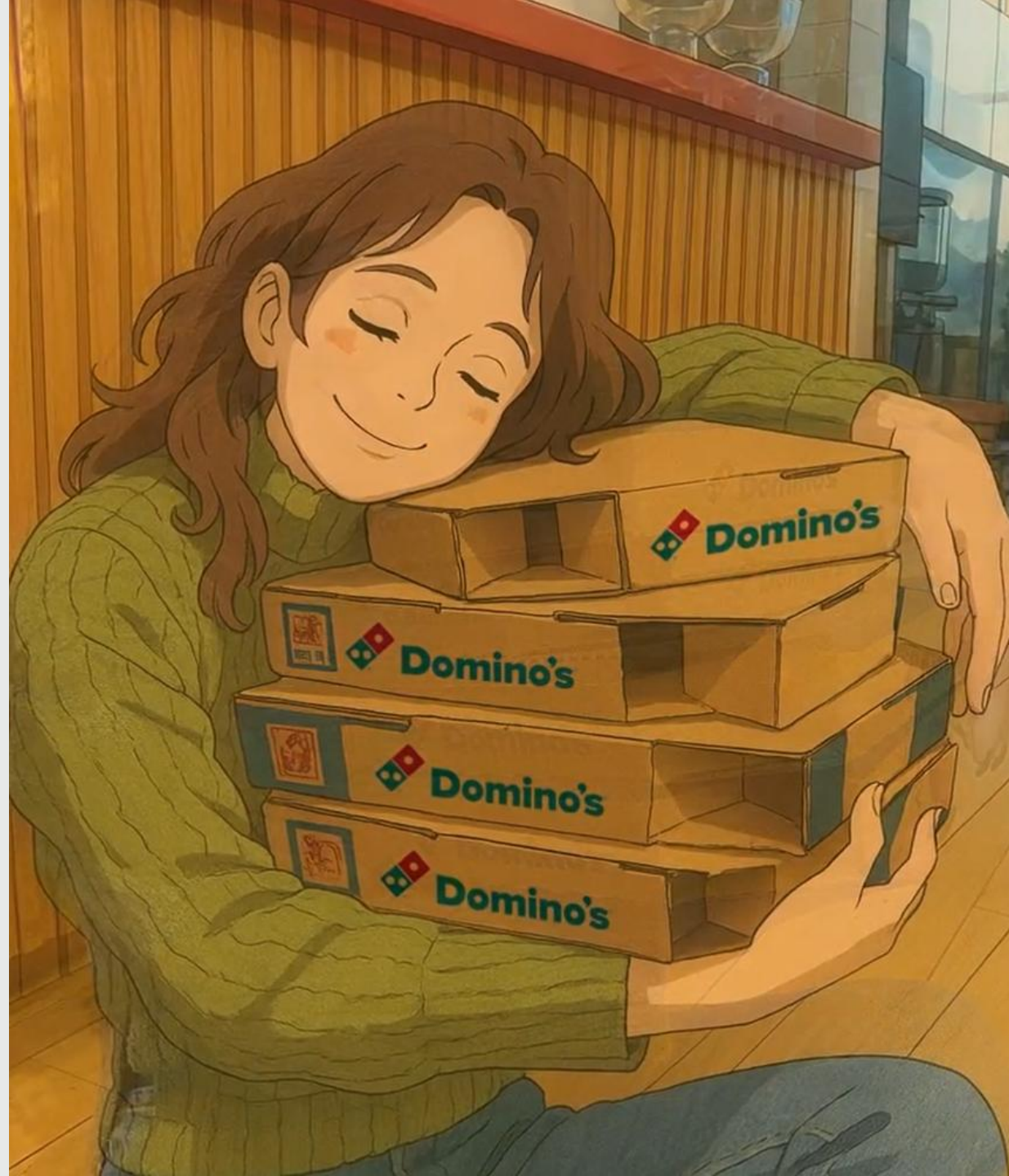
COFFY





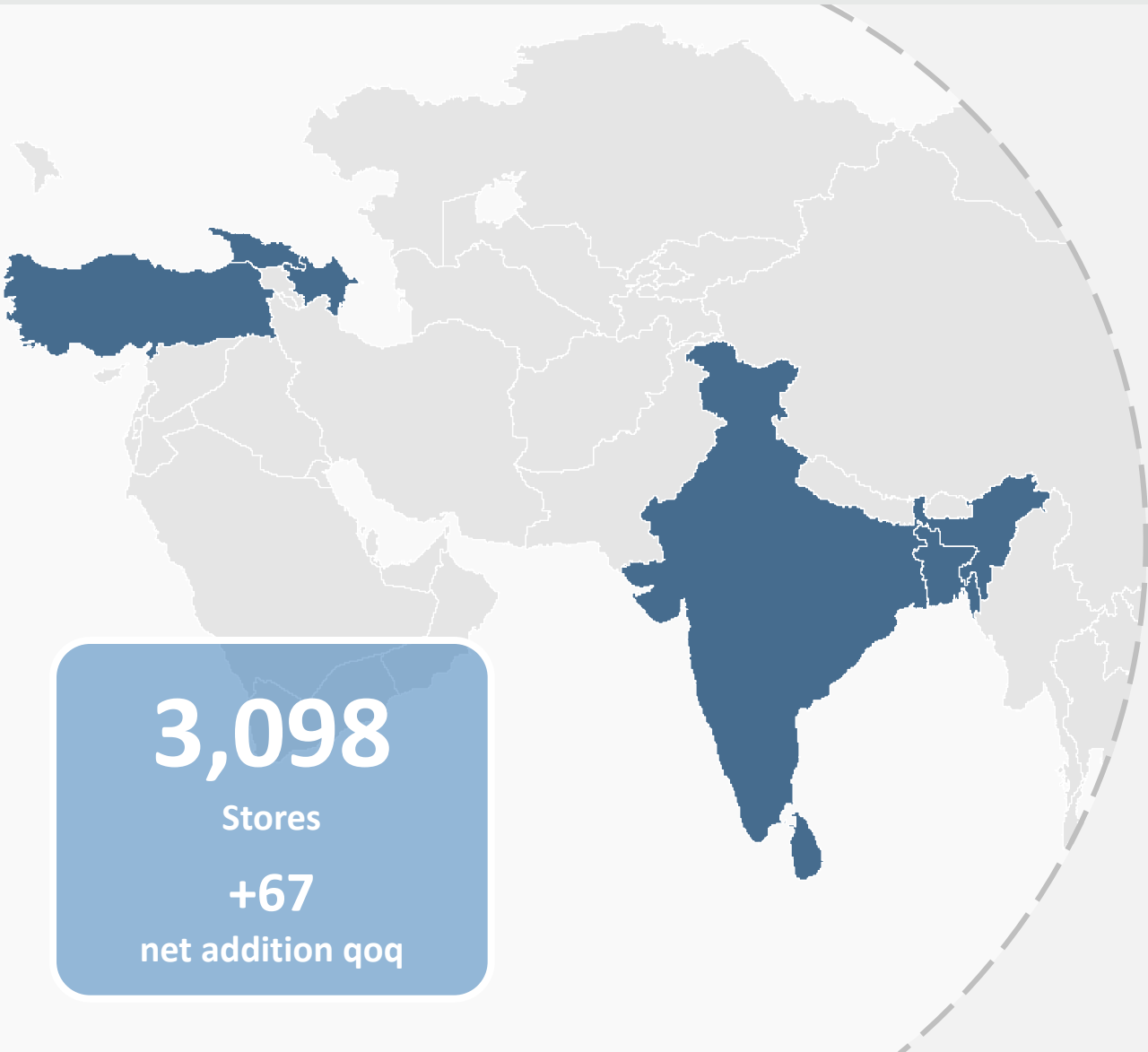


Domino's



# JFL : Leading Emerging Market Domino's Franchisee

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Under-penetrated, high-potential  
markets



Self-delivery and Own-app  
Infrastructure



Culture of Hustle  
(Highest throughput per store)



Growth investments ahead of the  
curve



Full Territorial Rights



Strong Value Equation through  
unique Commissary model



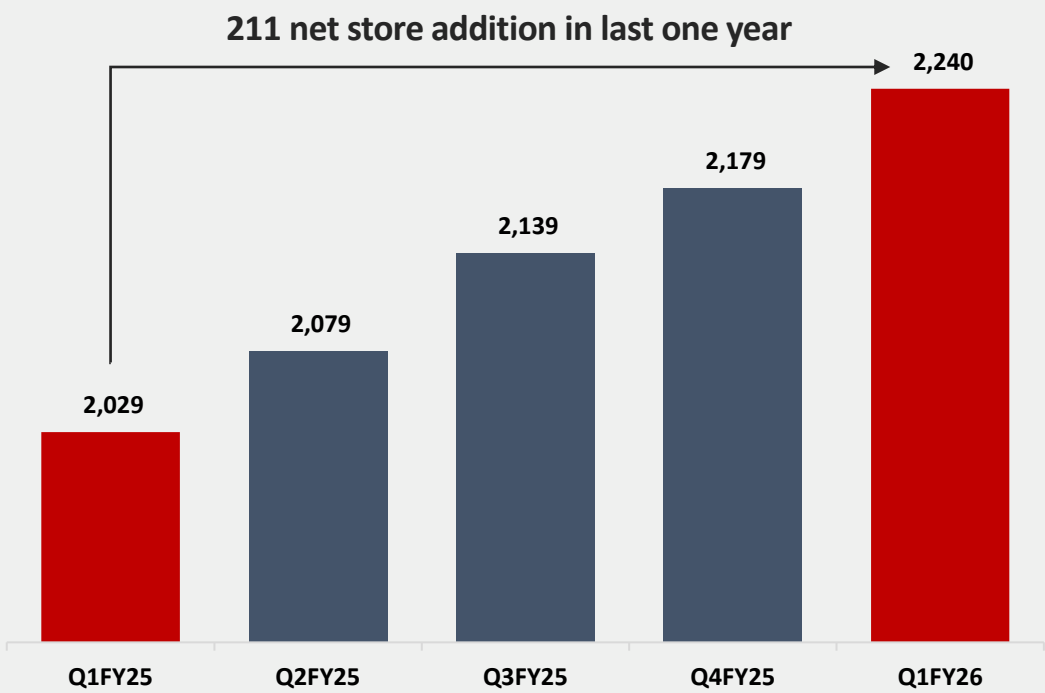
Relentless focus on Operational  
Execution



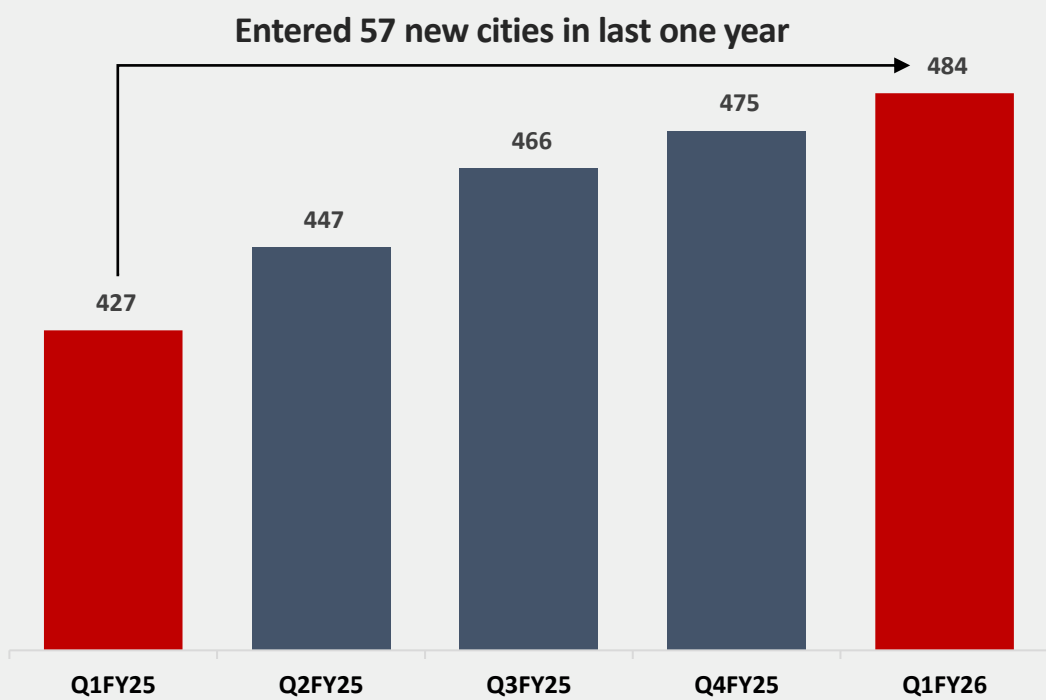
Local Know-how developed over  
decades



## Store Count



## City Coverage



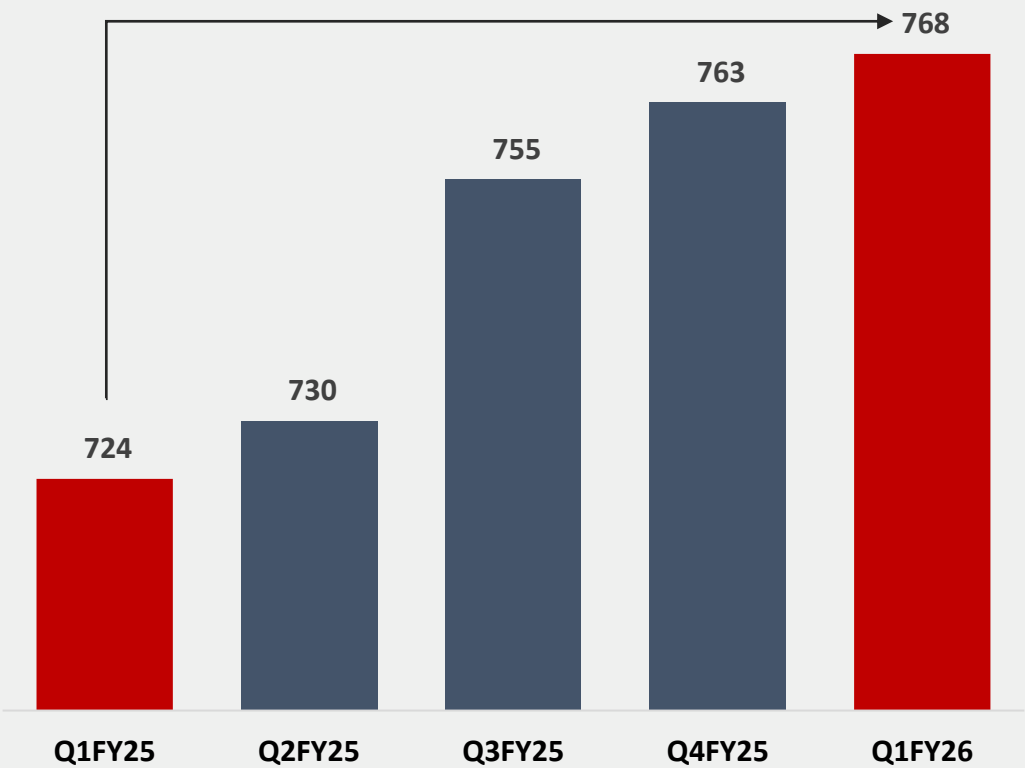


## Turkey & Others



### Store Count

44 net store addition in last one year

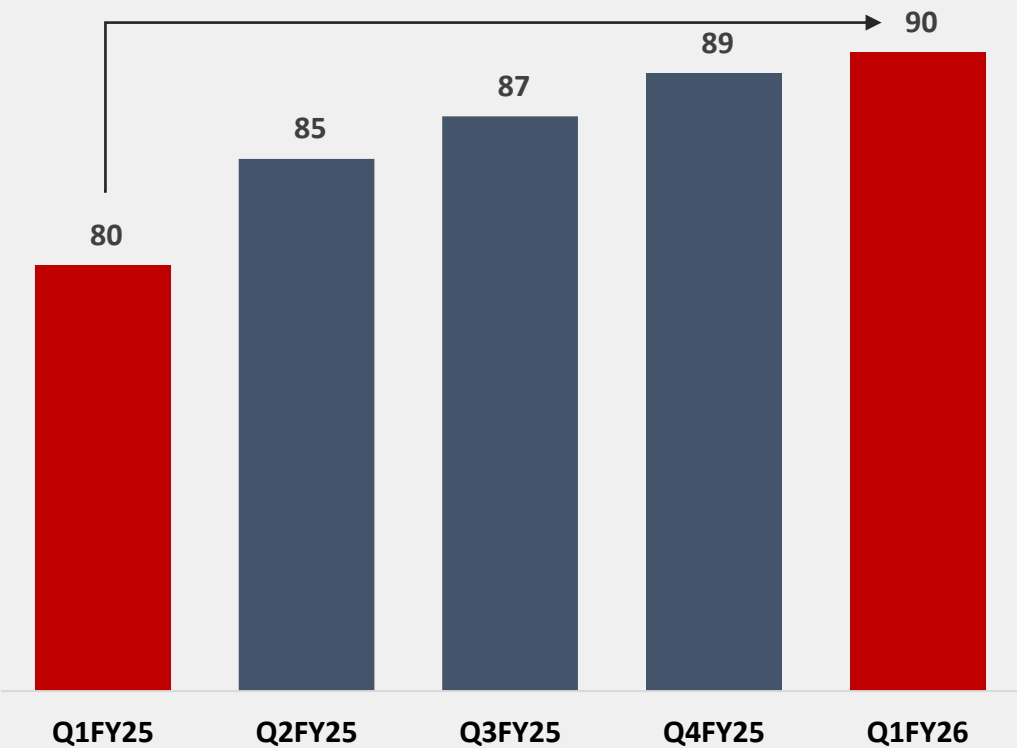


## Sri Lanka and Bangladesh



### Store Count

10 net store addition in last one year



b

Popeyes





**POPEYES**


**Bold Summer Offer**

24 PCS FOR ₹ **599** ~~₹1074~~


**6 Bold ★ Flavors of Chicken**

Applicable on Dine-In | Takeaway | Delivery






60 restaurants serving across 23 cities



Sequential improvement in Restaurant Profitability



Southern India witnessed **Double Digit SSG**





# C

# COFFY

## COFFY

Tek Fiyatlı Kahve Noktası

Kaliteli Kahveyi Uygun Fiyata İç!



## BEKLEMEDEN GEL AL

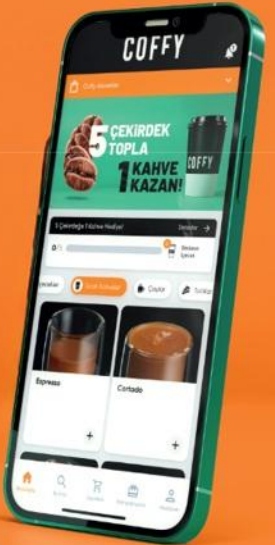
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COFFY APP  
İNDİR

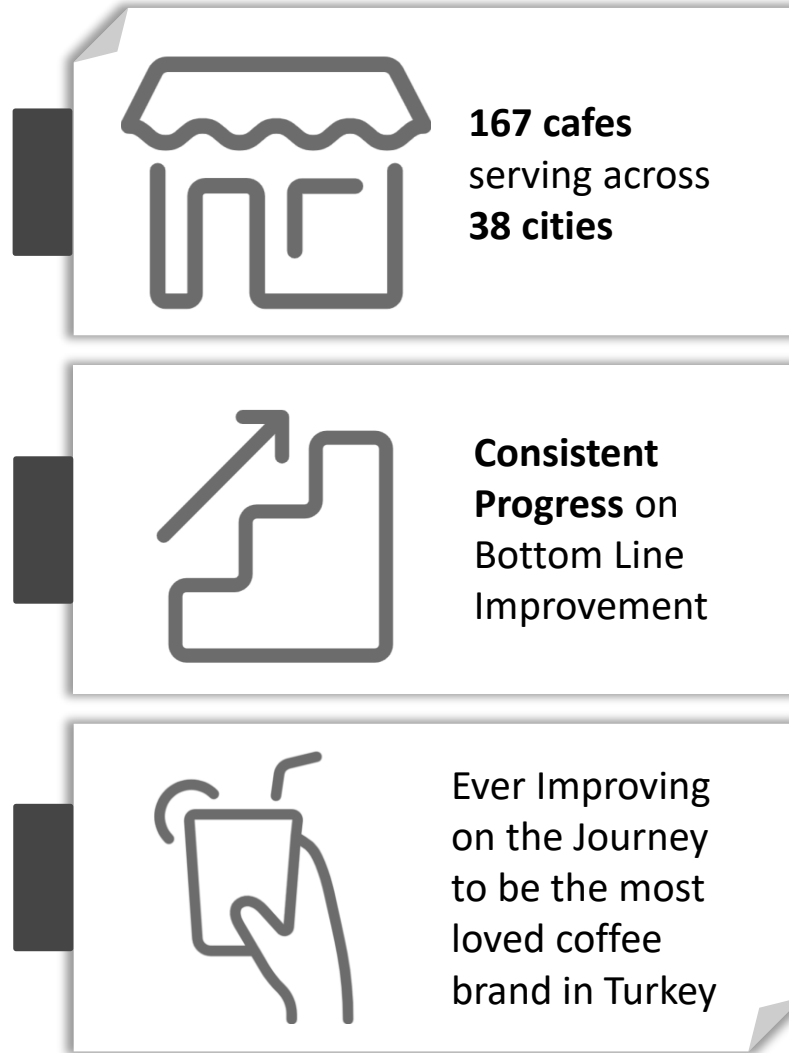


-2-  
SİPARİŞİNİ  
OLUŞTUR

-3-  
TIKLA  
KAHVEN HAZIR

Siparişimi Hazırla







# 5

## JFL Q1FY26 Statement of Profit and Loss



**Domino's Pizza**

RAIN:  
OUTSIDE

MATCH:  
ON

PIZZA:  
DELIVERED

**HAPPINESS:  
AMPLIFIED!!**

**Domino's Pizza**

**ORDER NOW**

**SAFE DELIVERY EXPERT**  
Domino's  
৩০ মিনিটে  
না হলে FREE



# Quarterly Statement of Profit and Loss

Consolidated			Particulars	Standalone		
Q1 FY26	Q1 FY25	Growth %		Q1 FY26	Q1 FY25	Growth %
<b>22,609</b>	<b>19,331</b>	<b>17.0%</b>	<b>Revenue from operations</b>	<b>17,016</b>	<b>14,396</b>	<b>18.2%</b>
185	171	8.2%	Other Income	125	73	71.3%
<b>22,794</b>	<b>19,502</b>	<b>16.9%</b>	<b>Total Income</b>	<b>17,140</b>	<b>14,468</b>	<b>18.5%</b>
6,463	5,297	22.0%	Raw Material Cost	4,406	3,441	28.1%
<b>16,145</b>	<b>14,034</b>	<b>15.0%</b>	<b>Gross Profit</b>	<b>12,610</b>	<b>10,955</b>	<b>15.1%</b>
71.4%	72.6%		<i>Margins</i>	74.1%	76.1%	
3,762	3,287	14.4%	Personnel Expenses	2,849	2,562	11.2%
8,004	6,917	15.7%	Manufacturing and Other Expenses	6,528	5,611	16.3%
<b>4,380</b>	<b>3,831</b>	<b>14.3%</b>	<b>Op. EBITDA</b>	<b>3,233</b>	<b>2,782</b>	<b>16.2%</b>
19.4%	19.8%		<i>Margins</i>	19.0%	19.3%	
1,107	1,344	-17.6%	Interest Cost	657	619	6.1%
2,202	1,835	20.0%	Depreciation	1,817	1,552	17.1%
32	-26	N.A.	Share of Profit/(Loss) in Associate	-	-	N.A.
<b>1,289</b>	<b>796</b>	<b>61.8%</b>	<b>PBT</b>	<b>883</b>	<b>683</b>	<b>29.2%</b>
5.7%	4.1%		<i>Margins</i>	5.2%	4.7%	
317	188	68.2%	Tax	216	168	28.3%
<b>972</b>	<b>608</b>	<b>59.8%</b>	<b>PAT</b>	<b>667</b>	<b>515</b>	<b>29.5%</b>
4.3%	3.1%		<i>Margins</i>	3.9%	3.6%	

# Update on our Sustainability Agenda 'Jubilant for All'

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## Responsible Sourcing



**Empowering** dairy farmers with expert guidance



**Localized Corn** sourcing



**No Antibiotics Ever** milestone



**100%** farm traceability for chicken, oregano, chili and tomato paste

## Baking Goodness



**All** ingredients are 100% free from artificial preservatives, colors and flavors for Domino's



**100%** dairy based mozzarella cheese



**96%** food ingredients certified under GFSI for Dominos



**100%** recyclable pizza boxes and lid-less dine-in boxes

## Benefit People and Communities



~**35%** of workforce are women



Medical health care access to **469,000+** people



Trained **11,500+** cumulative students under J-FARM



Training and veterinary support to **14,000+** farmers

## Emissions, Energy and Waste Management



**EV Fleet** on an increasing trend



Eliminated **single use** plastic



Commissary electricity needs being **partially fulfilled** by **renewable** energy



Co-processing "Used Cooking Oil" to Bio-fuel

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets’ food-tech companies. Its Group network comprises 3,387 stores across six markets – India, Turkey, Bangladesh, Sri Lanka, Azerbaijan and Georgia. The Group has a strong Portfolio of Brands in emerging markets with franchise rights for three global brands - Domino’s, Popeyes and Dunkin’ – and two own-brands, Hong’s Kitchen, an Indo-Chinese QSR brand in India, and a CAFÉ brand - COFFY in Turkey.

Note: The store count for the Group is as on June 30, 2025

Website:

[www.jubilantfoodworks.com](http://www.jubilantfoodworks.com)

For further information please contact:

Suman Hegde / Neha Agarwal

E-mail: [investor@jublfood.com](mailto:investor@jublfood.com)

Note: 1. All financial data in this presentation are derived from audited consolidated and standalone IND-AS financial statements for continuing operations until specified otherwise

- 2. Due to rounding-off, the financial figures may not recalculate exactly
- 3. All growth comparisons are vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
- 4. TRY:INR is as per currency conversion on June 30, 2025. Turkey financials are reported as per IAS 29 – Hyperinflation adjusted accounting
- 5. The growth % for Bangladesh and Sri Lanka is computed on reported financials in INR

Disclaimer

Certain statements in this presentation may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. JFL will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances



## PRESS RELEASE

### Jubilant FoodWorks Limited Reports Q1FY'26 Results

#### Quarterly Highlights

- The Group System Sales came in at Rs. 26,715 million
- The Group Store Network expands to 3,387 stores with the addition of 71 net stores (India: +58, Turkey: +12, Bangladesh: +1)
- Consolidated Revenue of Rs. 22,609 million increased +17.0% yoy
- Consolidated EBITDA of Rs. 4,380 million increased +14.3 yoy with EBITDA margin at 19.4%
- Standalone Revenue of Rs. 17,016 million increased +18.2% yoy
- Standalone EBITDA of Rs. 3,233 million increased +16.2% yoy with EBITDA margin at 19.0% (Pre Ind AS Margin at 12%; 42 bps increase yoy)

#### Domino's India Highlights

- Revenue growth of 17.7% was led by strong order growth of 17.3% yoy
- Opened 61 net new stores and entered 9 new cities – Network is now 2,240 stores, serving consumers across 484 cities
- Delivery channel revenue up by 24.6% and Delivery Channel mix is now at 72.9 %(+4.0% points yoy)
- LFL growth of 11.6% was driven by Delivery LFL growth of 20.1%
- Mature Store ADS came in at Rs. 85,396
- MAU(App) at 14.7 million increased 21.5% yoy and App Installs at 12.3 million grew by 19.4% yoy

**Noida, 13<sup>th</sup> August 2025** – Jubilant FoodWorks Limited (NSE: JUBLFOOD, BSE: 533155), one of the leading emerging-markets' food-tech Company, today announced its financial results for the quarter ended June 30, 2025.

**Mr. Shyam S. Bhartia, Chairman and Mr. Hari S. Bhartia, Co-Chairman, Jubilant FoodWorks Limited commented,** “We are pleased with the strong start to the year, marked by healthy top-line growth and disciplined profitability. This performance sets a solid foundation for what we believe will be a high-impact year. Our unwavering commitment to putting the customer first, combined with sustained investments in technology, innovation, and operational excellence —continues to power our competitive edge and promote long-term value creation.”

**Mr. Sameer Khetarpal, CEO and MD of Jubilant FoodWorks Limited, commented,** “Q1 has been a stellar start, setting the tone for a dynamic year ahead. We've accelerated menu innovation, significantly expanded the share of our own digital assets and made decisive strides towards achieving 20-minute delivery. In parallel, we continue to scale Popeyes with the ambition of making it India's most loved chicken brand. Our focus remains firmly on margin expansion in the business, while maintaining strong cash flows from our Turkey business.”

Revenue from Operations of Rs. 22,609 million increased 17.0%. EBITDA came in at Rs. 4,380 million, higher by 14.3% and EBITDA margin was 19.4%. Profit After Tax from continuing operations and before exceptional item came in at Rs. 972 million, higher by 59.8% with 4.3% margin.

#### a. India Segment Update

Revenue of Rs. 17,016 million registered a growth of 18.2% driven by 17.7% growth in Domino's India. Domino's LFL came in at 11.6% with Domino's Delivery LFL at 20.1%. EBITDA was Rs. 3,233 million, 16.2% increase yoy and EBITDA margin came in at 19%. Profit after tax and before exceptional items was Rs. 667 million, 29.5% increase yoy and 3.9 % margin. A total of 58 net stores were added across all brands in India, ending the period with 2,362 stores.

## b. International Segment Update

In Turkey, system sales came in at Rs. 9,300 million. The revenue came in at Rs. 5,188 million, up 12.4% yoy with strong PAT margin delivery of 9.4%. Domino's Sri Lanka revenue of Rs. 248 million was up by 42.4%. Domino's Bangladesh revenue came in at Rs. 177 million, higher by 4.3%. A total of 13 net stores were added across all brands in the International markets, ending the period with 1,025 stores.

### Notes:

1. Group system sales refer to restaurant sales of corporate as well as franchisee stores across all brands and markets
2. The financial figures in this release are derived from reviewed consolidated and standalone IND-AS financial statements from continuing operations
3. All growth comparison is vs. prior year and all network addition pertains to net stores added during the specified period unless specified otherwise
4. Figures have been rounded off for the purpose of reporting
5. TRY:INR is as per currency conversion on June 30, 2025. Turkey financials are reported as per IAS 29 – Hyperinflation accounting adjusted.
6. LFL ADS/Mature Store ADS: Defined as average daily sales for non-split(mature) restaurants opened before previous financial year (computed on 1,748 stores)
7. MAU: Monthly Active Users

### About Jubilant FoodWorks Limited:

Jubilant FoodWorks Limited (JFL Group/Group), incorporated in 1995, ranks among the leading emerging markets' food-tech companies. Its Group network comprises 3,387 stores across six markets – India, Turkey, Bangladesh, Sri Lanka, Azerbaijan and Georgia. The Group has a strong Portfolio of Brands in emerging markets with franchise rights for three global brands - Domino's, Popeyes and Dunkin' – and two own-brands, Hong's Kitchen, an Indo-Chinese QSR brand in India, and a CAFÉ brand - COFFY in Turkey.

Note: The store count for the Group is as on June 30, 2025

### Website:

[www.jubilantfoodworks.com](http://www.jubilantfoodworks.com)

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### Disclaimer

*Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. JFL Group will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*